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UNITED DOMINIONS CORPORATION  
(CANADA) LIMITED

AND SUBSIDIARY COMPANIES

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INTERIM REPORT September 30, 1967



## T A B L E   O F   C O N T E N T S

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PART I

UNITED DOMINIONS CORPORATION (CANADA) LIMITED  
AND SUBSIDIARY COMPANIES

GENERAL AND FINANCIAL INFORMATION

UNITED DOMINIONS CORPORATION (CANADA) LIMITED  
AND SUBSIDIARY COMPANIES

DIRECTORS AND OFFICERS

Directors:

Lt. Col. the Hon. Geo. A. Drew, P.C., Q.C., LL.D.  
Chancellor, University of Guelph

A. G. S. Griffin  
President, Triarch Corporation Limited

J. C. Lofquist  
Assistant General Manager, Canadian Imperial Bank of Commerce

H. T. O'Neill  
Chairman, The Metropolitan Trust Company

J. H. Taylor  
President, Liquifuels Limited

Officers:

H. T. O'Neill, Chairman and President

J. C. Lofquist, Deputy Chairman

C. F. M. Bowden, Executive Vice-President

A. D. Thompson, Vice-President

D. K. Morrison, C.A., Treasurer

P. A. K. Giles, Secretary

H. D. Hope, C.A., Assistant Vice-President

T. Blake Pierce, Vice-President - Subsidiary Companies

UNITED DOMINIONS CORPORATION (CANADA) LIMITED  
AND SUBSIDIARY COMPANIES

REPORT OF THE MANAGEMENT

The six month period ended September 30, 1967 was one of renewed progress for the company. Net profit for the period amounted to \$245,156, compared to a net profit (excluding a non-recurring gain of \$67,744) of \$192,752 for the same period of the preceding year.

Conditions, generally, were much improved for the company during the six month period. Short term money was readily available to the company and although interest rates moved up gradually, the rates were, for most of the period, below those prevailing a year ago.

New business activity continued to be centred in the short term sales finance field and new business volume for the period amounted to \$11,639,897, an increase of 34% over volume for the corresponding period of 1966

Receivables rose to \$37,832,798 at September 30th, up almost 4% over receivables of \$36,436,292 outstanding at March 31, 1967.

Management continued its rigid control over operating expenditures and was able to reduce general and administrative costs in the period by 3% from last year.

The outlook for the remaining six months of the present fiscal year, while subject to certain dampening influences, remains promising. Since September 30th, the sales finance industry has experienced another tight money period during which interest rates in the short term money market climbed to record levels. This, followed by the increase in the Bank of Canada central bank rate to 6% following devaluation of the English pound would indicate that money costs in the short term money market will be

considerably higher than in the first half of the year. Notwithstanding the higher cost of borrowings, profits for the second half of the year should continue at a satisfactory level and are expected to be in excess of the previous year's results.

November 21, 1967

C. F. M. BOWDEN  
Executive Vice-President

UNITED DOMINIONS CORPORATION (CANADA) LIMITED  
AND SUBSIDIARY COMPANIES

CONSOLIDATED BALANCE SHEET

ASSETS			LIABILITIES		
	September 30			September 30	
	1967	1966		1967	1966
CASH	\$ 168,815	\$ 755,773	CURRENT LIABILITIES:	\$	\$
SHORT-TERM INVESTMENTS, at cost and accrued interest	1,112,773	-	Demand and short-term notes payable-		
RECEIVABLES:			Secured	24,835,100	24,841,831
Instalment notes receivable and lien obligations-			Unsecured	-	575,000
Retail	19,624,298	18,090,097	Sinking fund payment due within one year	25,000	80,000
Wholesale	1,311,564	841,582	Accounts payable and accruals	356,591	178,445
	20,935,862	18,931,679	Income taxes payable	209,215	149,825
Loans against mortgages, debentures and notes	17,150,934	18,794,574	Dealers' credit balances	84,621	83,694
Property, vehicles and equipment held for sale	279,926	646,269		25,510,527	25,908,795
Other	196,181	186,559			
	38,562,903	38,559,081	DEFERRED INCOME:		
Less - Allowance for doubtful accounts	730,105	583,856	Unearned service charges	2,051,658	1,738,279
	37,832,798	37,975,225	Unamortized mortgage discount	89,604	105,875
				2,141,262	1,844,154
OTHER ASSETS:					
Investment properties, at cost			6 3/4% SINKING FUND JUNIOR SECURED DEBENTURES,		
(less accumulated depreciation \$42,830;			Series A, maturing February 15, 1981		
1966 \$43,650)	162,170	199,927	(less amount due within one year, shown above)	2,300,000	2,400,000
Office equipment and automobiles, at cost					
(less accumulated depreciation \$148,684;			SHAREHOLDERS' EQUITY:		
1966 \$144,012)	65,233	83,281	Capital stock -		
Unamortized discount on short-term notes and			Authorized -		
debentures	133,225	244,331	4,000,000 shares of the par value of \$5 each		
	360,628	527,539	Issued -		
			1,400,000 shares	7,000,000	7,000,000
			General reserve	1,000,000	1,000,000
			Retained earnings	1,523,225	1,105,588
				9,523,225	9,105,588
	\$ 39,475,014	\$ 39,258,537		\$ 39,475,014	\$ 39,258,537

The 1967 figures have been prepared from the  
records of the company without audit.

UNITED DOMINIONS CORPORATION (CANADA) LIMITED  
AND SUBSIDIARY COMPANIES

CONSOLIDATED STATEMENT OF EARNINGS AND RETAINED EARNINGS

	Six Months Ended September 30	
	<u>1967</u>	<u>1966</u>
Earned income	\$1,928,617	\$1,814,040
Cost of borrowings:		
Short-term notes	885,287	863,886
Debentures, including amortization of discount	<u>82,131</u>	<u>88,078</u>
	967,418	951,964
	<u>961,199</u>	<u>862,076</u>
General and administrative expenses	431,703	445,007
Directors' fees	7,750	7,750
Depreciation	<u>16,590</u>	<u>18,567</u>
	456,043	471,324
	<u>505,156</u>	<u>390,752</u>
Earnings before the undernoted items	505,156	390,752
Income taxes	<u>260,000</u>	<u>198,000</u>
Earnings before special item	245,156	192,752
Gain on sale of property held as an investment	<u>-</u>	<u>67,744</u>
Net earnings for the period, including special item	245,156	260,496
Retained earnings at beginning of period	<u>1,278,069</u>	<u>845,092</u>
Retained earnings at end of period	\$ <u><u>1,523,225</u></u>	\$ <u><u>1,105,588</u></u>

UNITED DOMINIONS CORPORATION (CANADA) LIMITED  
AND SUBSIDIARY COMPANIES

VOLUME OF BUSINESS

RETAIL INSTALMENT FINANCING

	Six months ended September 30, 1967		Six months ended September 30, 1966	
	<u>Amount</u>	<u>%</u>	<u>Amount</u>	<u>%</u>
Commercial Division				
Construction Equipment	\$ 4,226,767	40.9	\$ 3,246,338	40.9
Other industrial and commercial equipment	1,749,855	16.9	909,617	11.5
Commercial vehicles	1,503,872	14.5	1,083,912	13.7
Direct business loans	1,502,837	14.5	588,220	7.4
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	8,983,331	86.8	5,828,087	73.5
	<hr/>	<hr/>	<hr/>	<hr/>
Consumer Division				
New automobiles	102,891	1.0	228,805	2.9
Used automobiles	202,331	2.0	260,524	3.3
Household furniture and appliances	98,664	1.0	126,393	1.6
Other consumer goods	49,195	.5	116,386	1.5
Direct consumer loans under the Small Loans Act	240,160	2.3	346,010	4.3
Other direct consumer loans	293,756	2.8	189,799	2.4
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	986,997	9.6	1,267,917	16.0
	<hr/>	<hr/>	<hr/>	<hr/>
Mortgage and Capital Loan Division				
First mortgages	24,500	.2	251,985	3.2
Second mortgages	234,508	2.3	436,751	5.5
Business capital loans	115,000	1.1	145,000	1.8
	<hr/>	<hr/>	<hr/>	<hr/>
	374,008	3.6	833,736	10.5
	<hr/>	<hr/>	<hr/>	<hr/>
Total	\$10,344,336	100.0	\$7,929,740	100.0
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UNITED DOMINIONS CORPORATION (CANADA) LIMITED  
AND SUBSIDIARY COMPANIES

VOLUME OF BUSINESS

WHOLESALE FINANCING

	Six months ended September 30, 1967		Six months ended September 30, 1966	
	<u>Amount</u>	<u>%</u>	<u>Amount</u>	<u>%</u>
Commercial Division				
Construction equipment	\$ 818,440	63.2	\$ 417,523	58.3
Other industrial and commercial equipment	46,600	3.6	31,000	4.3
Commercial vehicles	43,055	3.3	600	.1
	<hr/>	<hr/>	<hr/>	<hr/>
	908,095	70.1	449,123	62.7
	<hr/>	<hr/>	<hr/>	<hr/>
Consumer Division				
Automobiles	341,516	26.4	196,767	27.4
Household appliances	40,127	3.1	70,712	9.9
Other consumer goods	5,823	.4		
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	387,466	29.9	267,479	37.3
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Total	\$ 1,295,561	100.0	\$ 716,602	100.0
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UNITED DOMINIONS CORPORATION (CANADA) LIMITED  
AND SUBSIDIARY COMPANIES

SUMMARY OF RECEIVABLES

	September 30, 1967		September 30, 1966	
	<u>Amount</u>	<u>%</u>	<u>Amount</u>	<u>%</u>
Instalment Notes Receivable - Retail				
Commercial division	\$17,565,141	45.6	\$15,567,659	40.4
Consumer division	<u>2,059,157</u>	<u>5.3</u>	<u>2,522,438</u>	<u>6.5</u>
	19,624,298	50.9	18,090,097	46.9
	<hr/>	<hr/>	<hr/>	<hr/>
Notes Receivable - Wholesale				
Commercial division	1,181,029	3.1	755,840	2.0
Consumer division	<u>130,535</u>	<u>.3</u>	<u>85,742</u>	<u>.2</u>
	1,311,564	3.4	841,582	2.2
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Loans Against Mortgages, Debentures and Notes				
Mortgage loans	14,824,929	38.5	16,268,512	42.2
Business capital loans	2,076,831	5.4	2,260,131	5.8
Other loans	<u>249,174</u>	<u>.6</u>	<u>265,931</u>	<u>.7</u>
	17,150,934	44.5	18,794,574	48.7
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Property, Vehicles and Equipment Held for Sale	279,926	.7	646,269	1.7
Other Receivables	<u>196,181</u>	<u>.5</u>	<u>186,559</u>	<u>.5</u>
Total	<u>\$38,562,903</u>	<u>100.0</u>	<u>\$38,559,081</u>	<u>100.0</u>

UNITED DOMINIONS CORPORATION (CANADA) LIMITED  
AND SUBSIDIARY COMPANIES

ANALYSIS OF RECEIVABLES

INSTALMENT NOTES RECEIVABLE - RETAIL

	<u>September 30, 1967</u>			<u>September 30, 1966</u>		
	<u>No. of</u> <u>A/C's</u>	<u>Amount</u> <u>Outstanding</u>	<u>%</u>	<u>No. of</u> <u>A/C's</u>	<u>Amount</u> <u>Outstanding</u>	<u>%</u>
Commercial Division						
Construction equipment	620	\$ 9,038,228	46.0	600	\$ 8,012,581	44.3
Other industrial and commercial equipment	626	3,447,936	17.6	598	2,737,956	15.1
Commercial vehicles	445	2,629,595	13.4	496	2,583,707	14.3
Direct business loans	<u>273</u>	<u>2,449,382</u>	<u>12.5</u>	<u>251</u>	<u>2,233,415</u>	<u>12.4</u>
	1,964	17,565,141	89.5	1,945	15,567,659	86.1
	<hr/>	<hr/>	<hr/>	<hr/>	<hr/>	<hr/>
Consumer Division						
New automobiles	319	498,498	2.6	436	706,989	3.9
Used automobiles	426	378,921	1.9	572	497,433	2.7
Household furniture and appliances	706	175,148	.9	839	211,518	1.2
Other consumer goods	161	101,327	.5	166	126,841	.7
Direct consumer loans under the Small Loans Act	888	378,598	1.9	1,092	496,414	2.7
Other direct consumer loans	<u>280</u>	<u>526,665</u>	<u>2.7</u>	<u>277</u>	<u>483,243</u>	<u>2.7</u>
	2,780	2,059,157	10.5	3,382	2,522,438	13.9
	<hr/>	<hr/>	<hr/>	<hr/>	<hr/>	<hr/>
Total	<u>4,744</u>	<u>\$19,624,298</u>	<u>100.0</u>	<u>5,327</u>	<u>\$18,090,097</u>	<u>100.0</u>
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UNITED DOMINIONS CORPORATION (CANADA) LIMITED  
AND SUBSIDIARY COMPANIES

ANALYSIS OF RECEIVABLES

NOTES RECEIVABLE - WHOLESALE

	<u>September 30, 1967</u>		<u>September 30, 1966</u>	
	Amount		Amount	
	<u>Outstanding</u>	<u>%</u>	<u>Outstanding</u>	<u>%</u>
Commercial Division				
Construction equipment	\$ 1,111,499	84.7	\$ 637,187	75.7
Industrial equipment	31,329	2.4	40,196	4.8
Commercial vehicles	<u>38,201</u>	<u>2.9</u>	<u>78,457</u>	<u>9.3</u>
	1,181,029	90.0	755,840	89.8
	<u>          </u>	<u>          </u>	<u>          </u>	<u>          </u>
Consumer Division				
Automobiles	101,768	7.8	55,716	6.6
Household appliances	27,593	2.1	30,026	3.6
Other consumer goods	<u>1,174</u>	<u>.1</u>	<u>          </u>	<u>          </u>
	130,535	10.0	85,742	10.2
	<u>          </u>	<u>          </u>	<u>          </u>	<u>          </u>
Total	\$ 1,311,564	100.0	\$ 841,582	100.0
	<u>          </u>	<u>          </u>	<u>          </u>	<u>          </u>

UNITED DOMINIONS CORPORATION (CANADA) LIMITED  
AND SUBSIDIARY COMPANIES

ANALYSIS OF RECEIVABLES

LOANS AGAINST MORTGAGES, DEBENTURES AND NOTES

	September 30, 1967			September 30, 1966		
	No. of A/C's	Amount Outstanding	%	No. of A/C's	Amount Outstanding	%
Mortgage Loans						
Residential						
Single family	484	\$ 1,650,690	9.6	590	\$ 2,057,792	10.9
Multiple family	33	198,221	1.2	35	241,722	1.3
Apartment buildings	<u>136</u>	<u>3,772,947</u>	<u>22.0</u>	<u>143</u>	<u>4,099,515</u>	<u>21.8</u>
	653	5,621,858	32.8	768	6,399,029	34.0
Hotels and motels	36	4,124,321	24.0	38	4,391,616	23.4
Factories and warehouses	24	1,047,282	6.1	27	1,118,403	6.0
Nursing homes and private hospitals	6	893,440	5.2	6	924,190	4.9
Office buildings	6	530,983	3.1	6	533,866	2.8
Land development	18	385,532	2.2	21	535,706	2.9
Retail stores and shopping centres	10	205,349	1.2	12	389,133	2.1
Other commercial properties	<u>42</u>	<u>2,016,164</u>	<u>11.8</u>	<u>43</u>	<u>1,976,569</u>	<u>10.5</u>
	795	14,824,929	86.4	921	16,268,512	86.6
Business Capital Loans	26	2,076,831	12.1	24	2,260,131	12.0
Other Loans	<u>8</u>	<u>249,174</u>	<u>1.5</u>	<u>9</u>	<u>265,931</u>	<u>1.4</u>
Total	829	\$17,150,934	100.0	954	\$18,794,574	100.0
	<u>          </u>	<u>                  </u>	<u>          </u>	<u>          </u>	<u>                  </u>	<u>          </u>

UNITED DOMINIONS CORPORATION (CANADA) LIMITED  
AND SUBSIDIARY COMPANIES

PROPERTY, VEHICLES AND EQUIPMENT HELD FOR SALE

	<u>September 30, 1967</u>		<u>September 30, 1966</u>	
	<u>No. of</u>	<u>Amount</u>	<u>No. of</u>	<u>Amount</u>
	<u>Accounts</u>	<u>Outstanding</u>	<u>Accounts</u>	<u>Outstanding</u>
Commercial Division				
Construction equipment	2	\$ 8,501	5	\$ 87,762
Other industrial and commercial equipment	4	25,272	3	30,763
Commercial vehicles	2	11,794	9	60,992
Equipment - direct business loans	<u>1</u>	<u>35,000</u>	<u>1</u>	<u>86,748</u>
	9	80,567	18	266,265
	—	—	—	—
Consumer Division				
Other consumer goods	<u>-</u>	<u>-</u>	<u>1</u>	<u>323</u>
Mortgage and Capital Loan Division				
Residential				
Single family	2	12,706	5	31,838
Multiple family	3	30,914	1	3,780
Apartment buildings (Note)	1	155,739	4	314,723
Other Commercial properties	<u>—</u>	<u>—</u>	<u>2</u>	<u>29,340</u>
	6	199,359	12	379,681
	—	—	—	—
Total	15	\$279,926	31	\$646,269
	<u>==</u>	<u>=====</u>	<u>==</u>	<u>=====</u>
Estimated loss reserve required in respect of above accounts		\$ 4,500		\$ 34,523
		<u>=====</u>		<u>=====</u>

Note- Pending sale, the apartment buildings are being managed for the account of the company by property management agents.

UNITED DOMINIONS CORPORATION (CANADA) LIMITED  
AND SUBSIDIARY COMPANIES

ANALYSIS OF PAST DUE INSTALMENTS ON RECEIVABLES  
SEPTEMBER 30, 1967

	Commercial Division		Consumer Division		Mortgage and Capital Loan Division		Total September 30, 1967		Total September 30, 1966	
	A/C's		A/C's		A/C's		A/C's		A/C's	
	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%
<b>Number of accounts in arrears</b>										
31 - 60 days	63	3.2	98	3.5	15	1.8	176	3.2	143	2.3
61 - 90 days	21	1.1	21	.8	14	1.7	56	1.0	51	.8
Over 90 days	23	1.1	20	.7	14	1.7	57	1.0	73	1.2
<b>Total</b>	107	5.4	139	5.0	43	5.2	289	5.2	267	4.3
	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%
<b>Instalments in arrears</b>										
31 - 60 days	\$ 97,913	.6	\$ 6,584	.3	\$ 9,226)	.1	\$113,723	.3	\$101,352	.3
61 - 90 days	23,332	.1	1,838	.1	6,961)	.1	32,131	.1	31,571	.1
Over 90 days	47,371	.2	2,958	.2	25,232	.1	75,561	.2	150,412	.4
<b>Total</b>	\$ 168,616	.9	\$ 11,380	.6	\$ 41,419	.2	\$221,415	.6	\$283,335	.8
	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%
<b>Balances outstanding on accounts in arrears 90 days and over</b>	\$176,727	1.0	\$ 8,455	.4	\$186,689	1.1	\$371,871	1.0	\$739,244	2.0
	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%

UNITED DOMINIONS CORPORATION (CANADA) LIMITED  
AND SUBSIDIARY COMPANIES

MATURITY OF BORROWINGS  
SEPTEMBER 30, 1967

DEMAND AND SHORT-TERM NOTES PAYABLE

Bank Loans - payable upon demand		\$ -
Short Term Notes:		
October 1967	\$ 5,792,600	
November	6,799,700	
December	6,096,500	
January 1968	677,000	
February	3,495,000	
March	689,300	
April	50,000	
May	20,000	
June	110,000	
August	1,080,000	
January 1969	<u>25,000</u>	
		<u>24,835,100</u>
		\$ 24,835,100

LONG-TERM DEBT

6 3/4% Sinking Fund Junior Secured Debentures, Series A, maturing February 15, 1981:		
February 15, 1968 - balance of sinking fund requirement	\$ 25,000	
February 15, 1969 to 1980 sinking fund requirement (12 x \$100,000)		1,200,000
February 15, 1981		<u>1,100,000</u>
		\$ 2,325,000

UNITED DOMINIONS CORPORATION (CANADA) LIMITED  
AND SUBSIDIARY COMPANIES

LIQUIDITY STATEMENT  
SEPTEMBER 30, 1967

		Maturity of Borrowings during ensuing year (excluding bank loans)		Instalments Maturing during ensuing year on Notes Receivable- Retail and on Loans against Mortgages, Debentures and Notes	
		<u>Month</u>	<u>Cumulative</u>	<u>Month</u>	<u>Cumulative</u>
Past due					\$ 810,295
October	1967	\$ 5,792,600	\$ 5,792,600	\$ 1,666,442	2,476,737
November		6,799,700	12,592,300	1,428,354	3,905,091
December		6,096,500	18,688,800	1,365,472	5,270,563
January	1968	677,000	19,365,800	1,087,693	6,358,256
February		3,520,000	22,885,800	1,061,551	7,419,807
March		689,300	23,575,100	995,628	8,415,435
April		50,000	23,625,100	1,105,816	9,521,251
May		20,000	23,645,100	944,375	10,465,626
June		110,000	23,755,100	1,057,505	11,523,131
July			23,755,100	1,031,021	12,554,152
August		1,080,000	24,835,100	1,041,934	13,596,086
September			24,835,100	1,030,464	14,626,550

COVERAGE OF SHORT TERM BORROWINGS

			% of borrowings maturing within one year
Cash		\$ 168,815	
Short-Term Investments		1,112,773	
Open Lines of Credit			
Total lines of credit	\$ 24,000,000		
Less - Bank borrowings	<u>-</u>	<u>24,000,000</u>	
		25,281,588	101.8%
Receivables Payable on Demand			
Notes receivable - wholesale		1,311,564	
Properties Held for Sale		<u>199,358</u>	
Total		\$26,792,510	107.9%

PART II

UNITED DOMINIONS CORPORATION (CANADA) LIMITED  
AND SUBSIDIARY COMPANIES

ROBERT MORRIS ASSOCIATES QUESTIONNAIRES



# SALES FINANCE COMPANY QUESTIONNAIRE

NOTE: In submitting this questionnaire with financial statements, please ascertain that identical terminology is used and that all figures in each are in agreement. Figures in schedules should be stated to the nearest dollar. If the information requested is already included in audit report, it need not be duplicated herein.

Name and Address of Company UNITED DOMINIONS CORPORATION (CANADA) LIMITED

185 Bloor Street East, Toronto 5, Ontario

Submitted as of September 30, 1967 covering the period from April 1, 1967 to September 30, 1967

1. If Direct Cash Lending or Commercial Financing operations are engaged in, complete the separate Direct Cash Lending Questionnaire (R.M.A. Form No. C 120-Rev. '66) and or Commercial Financing Questionnaire (R.M.A. Form No. C 121 Rev.), eliminating duplicate schedules.
2. In schedules C, D, G, H, & L submit, as a minimum, separate information for each class of receivable which represents 10% or more of total consumer retail notes and contracts outstanding and for any other class or classes of receivables which are significant in your portfolio.
3. Does this report include operations of subsidiary or affiliated companies? yes. If so, list below the names of any subsidiary or affiliate which has been financed other than by advances from the reporting company, the outstanding capital and percentage of ownership of each and amount and description of outside financing.
4. Is any financing done for concerns in which officers, stockholders, directors of company or their families have a direct or beneficial interest? If so, give details.

Not of any material amount

SCHEDULE A

VOLUME OF BUSINESS FOR THE PERIOD AND OUTSTANDINGS AT END OF PERIOD:

(Under Consumer Retail Notes and Contracts if the classification "OTHER" represents 10% or more of total Consumer Retail Notes and Contracts outstanding, please detail.)

1. CONSUMER RETAIL NOTES AND CONTRACTS		VOLUME	OUTSTANDINGS END OF PERIOD
Automobile New (From Dealers)		102,891	498,498
Automobile Used (From Dealers)		202,331	378,921
*Automobile New (Direct)	Included in Direct Cash Loans		
*Automobile Used (Direct)			
Appliances and Furniture		98,664	175,148
Mobile Homes New			
Mobile Homes Used			
Home Improvement			
Other		49,195	101,327
Bulk Purchases			XXXXX
TOTALS		453,081	1,153,894
2. WHOLESALE		387,466	130,535
3. DIRECT CASH LOANS		533,916	905,263
4. COMMERCIAL LENDING AND MISCELLANEOUS FINANCING		10,265,434	35,897,104
TOTAL – ALL CLASSIFICATIONS		11,639,897	38,086,796

\*This category should be limited to Direct Loans for automobile purchases. If these are included in Direct Cash Loans, please indicate. Do not include in both places.

SCHEDULE B - RESERVE FOR LOSSES RECONCILIATION - (excluding dealers participating reserves).

BALANCE BEGINNING OF PERIOD	667,685
ADDITIONS:	
Appropriations From Surplus	
Appropriations From Income	114,424
Appropriations From Deferred Income	
or Finance Charges	
Sales finance 4,135	
Recoveries - Direct cash lending 4,946	13,479
- Commercial financing 4,398	
Other Credits (Detail)	
TOTAL ADDITIONS	127,903
DEDUCTIONS:	
- Sales finance 2,263	
Losses Charged Off - Direct cash lending 1,719	65,483
- Commercial financing 61,501	
Transferred to Other Reserves (Specify)	
Transferred to Income	
Other Charges (Detail)	
TOTAL DEDUCTIONS	65,483
BALANCE END OF PERIOD	730,105

1. Indicate how provision for and balance of Reserve for Losses is determined. For example: Percentage of Volume, Percentage of Outstandings, Flat Allocation from Income, etc.

Provision for losses is determined as follows:

Sales finance, direct cash loan, and commercial financing outstandings - at varying percentages of volume

Real estate mortgage loan outstandings - at maximum percentage of outstandings allowable under the Income Tax Act

2. Indicate any portion of this reserve which is tax paid.

NIL

The adequacy of the Reserve for Losses is determined by the preparation monthly of a detailed loss reserve analysis of the entire portfolio on an account - by - account basis.

SCHEDULE C – LOSS EXPERIENCE FOR PERIOD

Any class of receivables which accounts for 10% or more of Consumer Retail Notes and Contracts Outstanding or which is significant in your portfolio should be detailed separately. All others may be included in one column. Add additional columns if necessary.

	WHOLESALE	CONSUMER RETAIL NOTES and CONTRACTS		
		AUTOMOBILE	APPLIANCES & FURNITURE	OTHER
Outstanding beginning of period	146,426	1,090,448	206,149	112,916
Volume for period	387,466	305,222	98,664	49,195
Notes Purchased (Bulk-Face Amt.)				
1. TOTAL	533,892	1,395,670	304,813	162,111
LESS:				
Outstanding end of period	130,535	877,419	175,148	101,327
Notes Sold (Bulk-Face Amt.)				
Notes Charged Off*		2,057		206
2. TOTAL	130,535	879,476	175,148	101,533
3. Liquidation 1. minus 2.	403,357	516,194	129,665	60,578
Notes Charged Off*		2,057		206
Less-Recoveries		3,866		269
4. Net Losses (Recoveries)	-	(1,809)	-	(63)
% Net Losses to Liquidation 4. divided by 3.	XXX	-	-	-
% Net Losses to Mo. Av. Outstanding (On Annual Basis)	-	XXX	XXX	XXX

\*For purposes of this schedule, Notes Charged Off should be computed if possible Net of Unearned Charges. If gross figures are used, please indicate.

Indicate amount of claims against Bonding Companies which are carried as Assets.

\$ Nil

SCHEDULE C – Continued

CHARGE OFF POLICY

1. Discuss in detail, your charge off policy for each class of receivable. Include in this but do not limit to:
  - a. After what period of delinquency is an account charged off? See charge off policy below
  - b. How often are charge offs made? Monthly yes, Quarterly \_\_\_\_\_, Semi-annually \_\_\_\_\_, Annually \_\_\_\_\_, If other, explain.
2. What is your charge off policy on:
  - a. Deficiency balances - charged off immediately
  - b. Judgment accounts ) Judgment accounts and bankruptcy accounts
  - c. Bankruptcy accounts other than Chapter XIII ) are either charged off immediately or are
  - d. Chapter XIII Bankruptcy accounts ) written down to the estimated realizable
  - value of the underlying security

What is the amount of all of the above carried as current assets \$ Amount negligible

SCHEDULE D – DEALERS RESERVES

1. Dealers which have Reserve Debit Balances not charged off:

Number Nil Amount \$ Nil
2. How frequently are Dealer Reserve Debit Balances charged off? Debit balances in Dealer Reserves are not permitted to arise.
3. Dealer Reserve Debit Balances charged off during period:

Number Nil Amount \$ Nil

To what accounts are such balances charged?

NOTE – See Item 2 on Page 1.

Charge Off Policy

Losses on all classes of receivables are charged off throughout the year immediately upon determination of the exact amount of the loss which is usually upon sale of the underlying security. In addition, at September 30th and at the year end, charge offs are made in respect of -

- (a) Accounts on which no payments have been received in the preceding six months and the underlying security is of little realizable value.
- (b) Estimated losses which are of any significance as disclosed by a detailed loss reserve analysis of the entire portfolio on an account by account basis.

SCHEDULE E – BORROWINGS

NOTE: Attach schedule showing available Bank Lines at statement date and name of Broker handling sale of Open Market Paper.

	Specify Secured or Unsecured	*Maximum Amount	*Minimum Amount	Owing at Statement Date
**Bank Loans under lines of credit	Secured	1,300,000	Nil	Nil
** Open Market Borrowings	Secured	27,421,400	24,835,100	24,835,100
**Other Current Loans	-	-	-	-
Maturities of unsubordinated term debt due within one year		XXXX	XXXX	-
Maturities of subordinated term debt due within one year	Secured	XXXX	XXXX	25,000
Long term debt – not subordinated				
Long term debt – subordinated	Secured	2,300,000	2,300,000	2,300,000

\* As determined by month end balances during the period.

Maximum total short term borrowings at any month end during the period: (All sources marked \*\* above)

\$ 28,721,400 Date June 30, 1967

Have any receivables been sold (with or without recourse) during period? Specify amount and furnish details. No

State policy regarding coverage of open market borrowings by unused bank lines. No firm policy but at present time, Company has 100% coverage of open market borrowings in the form of cash, short term investments and unused lines of credit.

Are any borrowings endorsed or guaranteed? Give details and amount. No

Are any bank lines available for use directly by subsidiaries, affiliated companies or parent company. No

Lines of Credit

Canadian Imperial Bank of Commerce	\$ 14,000,000
Irrevocable letters of credit established for the account of the company by United Dominions Trust Limited, England with Barclays Bank Limited	\$ 10,000,000
	\$ 24,000,000

The Company has no appointed fiscal agent and placement of Open Market Paper is handled by most investment dealers in Toronto.

SCHEDULE F – MONTHLY MATURITIES OF INSTALMENT RECEIVABLES OUTSTANDING AT STATEMENT DATE

MONTH GROUPINGS	TOTAL INSTALMENT RECEIVABLES (RETAIL)	CONSUMER RETAIL NOTES AND CONTRACTS	DIRECT CASH LOANS			OTHER INSTALMENT LOANS
			PRECOMPUTED & DISCOUNT BASIS	INTEREST BEARING		
				PRINCIPAL	INTEREST	
Past Due	768,876	Detailed breakdown by category not available				
1-6	6,088,033					
7-9	2,282,788	Monthly maturities on approximately 21% of total retail instalment receivables have been estimated,				
10-12	2,430,441	based upon the maturity schedule of deferred income of the related receivables				
13-15	2,174,159					
16-18	1,478,652					
19-24	2,310,729					
25-36	2,013,498	NOTE:--Total Instalment Receivables consist of the following outstandings:				
37-48	138,352		Consumer retail notes and contracts			\$ 1,153,894
49-60	19,337		Direct Cash loans			905,263
			Plant machinery and equipment loans			2,449,382
Over 60			Commercial instalments receivables			15,115,759
			Vehicles and equipment held for sale			<u>80,567</u>
TOTALS	19,704,865					\$19,704,865

NOTE: Totals above (excluding INTEREST column) should agree with respective totals in balance sheet.

Please indicate amount of non-instalment receivables in portfolio.

\$ Nil

SCHEDULE G – DEFERRED INCOME

See Schedule Attached

Answers to the following questions should be furnished on a separate page titled "Schedule G."

For the purpose of this schedule, the term finance charge shall be defined as: "The difference between the face amount of a contract and the related amount advanced by the finance company (including, as part of this advance, insurance premiums and dealers' reserves)."

1. Is any portion of the finance charge taken into income when the contracts are purchased? If answer is Yes, describe the exact basis for determining the portions taken directly into income, and if more than one basis is used, describe each basis and type of business for each basis.
2. Is any portion of the original finance charge transferred to accounts other than income or deferred income? If answer is Yes, describe the accounts credited (such as loss reserves, or direct offsets to expenses) and the basis on which the amounts are transferred.
3. Is any portion of insurance premium taken into income as commission or otherwise when contracts are purchased? If answer is Yes, describe the exact basis for determining the portions taken directly into income, and if more than one basis is used, describe each.

SCHEDULE G -- Continued

For the following questions, please indicate whether the deferred income is accounted for separately by class of receivable or in the aggregate for all receivables.

- 4.a. What are basic methods used in accounting for deferred income (sum of digits, liquidation, straight line or fixed percentage of outstanding)? Are procedures applied on an accrual or collection basis?
- b. If sum of digits or straight line methods are used, are new charges inventoried on an account by account basis, spread over actual term by age group or spread over average term by group? If spread over average term, indicate number of months used.
- c. If sum of digits or straight line accrual methods are used, do transfers to income commence in month of acquisition or month following month of acquisition?
5. To what account(s) are rebates charged? If sum of digits or straight line methods are used on groups of accounts, are rebates spread over actual terms or some average term? If spread over average term, indicate number of months used.
6. Are extension fees, late charges, etc. handled on an accrual basis or collection basis? Are these items credited to income or deferred income? If deferred income is handled on accrual basis, are the charges rescheduled to reflect extensions?

CONSUMER RETAIL NOTES AND CONTRACTS (Schedule A, Category 1)	COMMERCIAL PRECOMPUTED OR	
	RETAIL AUTO	DISCOUNT BASIS LOANS AND CONTRACTS
A. Total Finance charges on new contracts acquired and loans made during period	47,346	1,313,035
1. Dollar amount credited to deferred income	44,979	1,247,384
2. Dollar amount taken directly into income or credited to other accounts	2,367	65,651
B. Face amount of related receivables acquired	305,222	8,983,331
C. Dollar amount of deferred income at end of period	Information not available by class of receivables. See schedule below	
D. Dollar amount of related gross receivables at end of period	877,419	17,565,141
E. Percent of deferred income to related gross receivables	See Below	

NOTE: See Item 2, Page 1 with regard to each column above. If this schedule does not include direct precomputed loans, indicate where this information is available. See Direct Cash Lending Questionnaire-Schedule H

GROSS RECEIVABLES WITH PRECOMPUTED CHARGE	
Retail - Auto	\$ 877,419
Other consumer retail notes and contracts	276,475
Commercial loans and contracts	17,565,141
Consumer direct cash loans	526,665
Total	<u>\$19,245,700</u>
Dollar amount of related deferred income	\$ 2,051,658
Percent	10.66%

SCHEDULE H – ANALYSIS OF CONSUMER RETAIL NOTE AND CONTRACT VOLUME FOR THE PERIOD –  
PURCHASED AND DIRECT (Excluding Demonstrators) (000 omitted)

1. AUTOMOBILES      Breakdown of automobile volume not available

NEW UNITS – Cash advanced as a percentage of dealer cost\*

	36 MOS. OR LESS	OVER 36 MOS.	BALLOON PAPER	TOTALS
100% or Less				
101 – 110%				
Over 110%				
TOTALS				

USED UNITS – (Late model, current and two preceding years) Cash advanced as a percentage of used car guide wholesale value\*\*

	30 MOS. OR LESS	OVER 30 MOS.	BALLOON PAPER	TOTALS
100% or Less				
101 – 110%				
111 – 120%				
Over 120%				
TOTALS				

USED UNITS – (Older models than above) Cash advanced as a percentage of used car guide wholesale value\*\*

	24 MOS. OR LESS	OVER 24 MOS.	BALLOON PAPER	TOTALS
100% or Less				
101 – 110%				
111 – 120%				
Over 120%				
TOTALS				

\*Dealer cost may include invoice plus applicable freight charges, taxes and license fees. Cash advanced must exclude finance and insurance charges.

\*\* Please state reference book or books used.

The volume of retail automobile contracts is not material, being less than 3% of the total volume of business.

## 2. MOBILE HOMES      The company is not engaged in mobile home financing

Prepare a schedule similar to the automobile schedule showing the following information as to New and Used separately.

Advances -- For new only: 100% or less, 101% -- 110% and Over 110%

Terms: New -- 1-60 months, 61-84 months, and Over 84 months.

Used -- 1-60 months and Over 60 months.

## 3. OTHER CLASSES      Information not available. Volume not material

Similar information on terms (not advances) should be submitted with respect to each class of retail notes and contracts outstanding which constitutes 10% or more of total retail notes and contracts outstanding. Terms used should be typical for each class of receivable.

NOTE: In preparing the schedules in this section, it is understood that a delayed first payment of 50 days or less will not be considered an extra month in determining terms.

## SCHEDULE I -- WHOLESALE:

## 1. ANALYSIS OF WHOLESALE LOANS TO DEALERS

Classification	WHOLESALE		
	MAXIMUM OUTSTANDING AT ANY MONTH END DURING PERIOD	AMOUNT OUTSTANDING AT STATEMENT DATE	AMOUNT OUTSTANDING* 6 MONTHS OR OVER
Automobile -- New	( 124,607	33,197	-
Automobile -- Used	(	64,786	800
Mobile Home -- New	-		
Mobile Home -- Used	-		
Other -- Detail- Appliances	32,078	31,378	6,095
Other consumer goods	2,405	1,174	-
TOTALS	XXX	130,535	6,895

\* From Date of Original advance.

SCHEDULE I – Continued

2. DEALER WHOLESALE CONCENTRATIONS:

List five largest dealer wholesale concentrations at STATEMENT DATE. Indicate any capital loans to these dealers, but do not include capital loans in determining concentrations.

NOTE: If the same dealer appears in Schedules I, J and/or K, the same letter designation should be used for each dealer in all schedules.

DEALER – Identify by Letter and type of business		Wholesale Outstanding		Wholesale Outstanding Over 6 Mos.	Capital Loans
		End of Period	Maximum at any Month End During Period		
A	Automobile	42,000	45,000	-	-
B	Automobile	28,322	35,604	-	-
C	Automobile and Appliance	20,572	26,312	-	-
D	Automobile	6,000	34,500	-	-
E	Appliance	5,945	6,968	2,070	-
TOTALS		102,839	XXX	2,070	-

SCHEDULE J – CAPITAL LOANS TO DEALERS

Number Nil Amount \$ Nil

Itemize five largest capital loans to dealers showing type of dealer, amount, description of collateral and program for liquidation of each.

## SCHEDULE K – DEALER RETAIL CONCENTRATIONS

List five largest dealer retail concentrations based on outstandings at statement date.

DEALER – Identify by Letter and type of business		Volume Purchased During Period	Outstanding at Statement Date	Balances * Past Due 60 Days or more	Dealer Reserve Held	Repurchase Recourse or Non-Recourse
A	Automobile		67,908	-	3,847	Recourse
B	Automobile		54,698	-	1,582	Recourse
C	Automobile and Appliance		40,533	-	2,129	Recourse
D	Automobile		49,464	-	2,289	Recourse
F	Automobile		39,289	1,398	1,705	Recourse
TOTALS			251,892	1,398	11,552	

\*Unpaid balances of accounts with instalments past due 60 days or more on same basis as shown in Schedule L.

SCHEDULE L – ANALYSIS OF ACCOUNTS WITH INSTALMENTS PAST DUE 60 DAYS OR MORE FROM DUE DATE.  
(Based on terms in effect at statement date)

If Automobile - Direct is not shown below include in Direct Cash Lending Questionnaire (R.M.A. Form No. C 120 Rev. 66)

CONSUMER RETAIL NOTES AND CONTRACTS	BALANCES	% of Related Receivables Outstanding
Automobile – Dealer	6,802	.78
Automobile – Direct		
Other (Detail)		
Appliances and Furniture	865	.88
Other consumer Goods	610	.60
TOTAL	8,277	.72

NOTE: See Item 2 – Page 1.

1. Total balances of accounts extended, revised or rewritten during the period, without change of obligor, based on gross balances at the time of extension, revision or rewrite.

	Information not available
Extensions and Revisions	\$ _____
	but amount is negligible
Rewrites	\$ _____

SCHEDULE L – Continued

2. Define rewrite as the term is used in your company. See schedule attached
3. Define extension and revision as the terms are used in your company. See schedule attached
4. State your policies as to extensions, revisions and rewrites including but not limiting to: See schedule attached
  - (a) The number of full payments required before a contract can be extended, revised or rewritten.
  - (b) The number of extensions, revisions or rewrites permitted during the life of a contract.
  - (c) At what level of management are extensions, revisions or rewrites granted or approved.
5. What portion of a full payment must be received for an account to be considered current? See schedule attached

How many full payments or what portion of a full payment must be received for the purpose of taking an account off the delinquent list?
6. If any receivables were purchased in bulk during the period, were these receivables considered as current at the time of purchase or are such accounts aged and recorded above according to their actual degree of delinquency?  
Not applicable

SCHEDULE M – RETAIL REPOSSESSIONS

COMPANY OWNED REPOSSESSIONS	INVENTORY AT PREVIOUS YEAR END		REPOSSESSED DURING THE PERIOD		INVENTORY STATEMENT DATE	
	UNITS	AMOUNT	UNITS	AMOUNT	UNITS	AMOUNT
Automobiles	3	4,839	2	3,750	-	-
<del>Other consumer</del> <del>Mobile homes</del> goods	-	-	1	441	-	-
<del>Commercial</del> <del>Other</del> Equipment	10	93,564	17	107,002	9	80,567
DEALER RECOURSE OR REPURCHASE REPOSSESSIONS						
Automobiles	1	550	9	8,330	2	1,796
<del>Other consumer</del> <del>Mobile homes</del> goods	2	1,610	8	2,417	1	270
<del>Commercial</del> <del>Other</del> Equipment	2	6,836	13	199,592	3	72,156
TOTAL	18	107,399	50	321,532	15	154,789

On what basis are repossessions valued? At lower of book value or estimated  
realizable value.

SCHEDULE N -

Attach auditors certificate of compliance with restrictive covenants contained in your long term debt agreements relating to the maintenance of certain financial ratios and other financial conditions.

See below

What is your Fidelity Bond coverage?

\$150,000 limit of liability - all personnel

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The foregoing information, supplementing our financial statement of September 30, 1967

prepared by The Company, is submitted for the purpose of obtaining credit.

UNITED DOMINIONS CORPORATION (CANADA) LIMITED

(Name of Company)

By 

(Title) **Treasurer**

*PLEASE NOTE: The borrower is invited to submit any other pertinent information which would be of interest to the lender.*

Schedule N -

The accounts of the company were not subject to audit at September 30, 1967. Refer to Auditors' Report dated May 8, 1967 attached to audited financial statements at March 31, 1967.

UNITED DOMINIONS CORPORATION (CANADA) LIMITED  
AND SUBSIDIARY COMPANIES  
SEPTEMBER 30, 1967

Sales Finance Company Questionnaire

Schedule G - Deferred Income

1. Yes. 5% of the finance charge on contracts purchased or arranged is taken directly into income in the month of acquisition.
2. No.
3. No - not applicable.
4. (a) At the present time deferred income is accounted for on a company basis on the aggregate of receivables within each company.

The basic method used in accounting for deferred income is a variation of the "sum of the digits" method. The variation merely corrects for the fact that the financing of commercial and industrial equipment frequently involves contracts with "skip" or irregular payments and that income on such contracts is more accurately determined on the basis of the diminishing balance outstanding rather than by strict adherence to the "sum of the digits" method.

Procedures are applied on an accrual basis.

- (b) New charges are inventoried on an account by account basis, spread over the actual term by age group.
- (c) Transfers from deferred income to income commence in the month following month of acquisition.
5. Rebates are charged to deferred income and spread over actual terms.
6. Extension fees are handled on a collection basis and credited to deferred income. Maturity schedules of outstandings or deferred income are adjusted to reflect extensions.

Late charges are handled on a collection basis and credited directly to income.

|  
UNITED DOMINIONS CORPORATION (CANADA) LIMITED  
AND SUBSIDIARY COMPANIES  
SEPTEMBER 30, 1967

Sales Finance Company Questionnaire

Schedule L

2. A "rewrite" or "renewal" is a new contractual arrangement entered into before expiry of the old for the purpose of reducing the amount of the monthly payment originally agreed to by the debtor.
3. An "extension" is the postponement of all or part of an instalment to a subsequent date.
4. Approval of a "rewrite" or an "extension" is subject to the following conditions:
  - (a) the debtor has had a satisfactory paying record in the past;
  - (b) the equipment or merchandise forming the underlying security has a value in excess of the account balance;
  - (c) the dealer concerned, if the account is with recourse, approves of the renewal or extension;
  - (d) an extension fee is paid, where applicable;
  - (e) the circumstances are such that there is every expectation that the debtor will be able to comply with the revised or extended schedule of payments.

The company has no fixed policy on the number of full payments required before a contract can be extended or rewritten or on the number of extensions or rewrites permitted during the life of a contract. Each request is judged on its own merits.

Extensions or rewrites on accounts are first approved at the branch manager level. Where the account balance is not within the credit authorization limits of the branch manager and the requested revision has the effect of extending the repayment term by more than 60 days, the approval of senior management is required.

5. An account is not considered current unless payments have been received in full.

An account may not be removed from the delinquency list until all instalments in arrears 30 days or more have been paid in full or an extension or rewrite has been approved.



# DIRECT CASH LENDING QUESTIONNAIRE

This questionnaire applies to companies engaged principally in making cash loans, generally under Small Loan Acts or similar regulatory laws. Provision has been made in the schedules below for some information regarding non-cash lending operations but if this amounts to a substantial part of your volume, the separate questionnaire for Sales Finance Companies or Commercial Financing Companies should be used in conjunction with this questionnaire. In submitting this questionnaire with financial statements, please ascertain that identical terminology is used and that all figures in each are in agreement. Figures in schedules should be stated to the nearest dollar. If the information requested is already included in an audit report, it need not be duplicated herein.

Name and Address of Company UNITED DOMINIONS CORPORATION (CANADA) LIMITED

Submitted as of Sept. 30, 1967 covering the period from April 1, 1967 to September 30, 1967

Does this report include operations of subsidiary or affiliated companies? yes. If so, please list below the names of any subsidiary or affiliate which has been financed *other* than by advances from the reporting company, the outstanding capital and percentage of ownership of each and the amount and description of outside financing.

SCHEDULE A (In schedules A, B and C, indicate whether volume is reported on a net or gross basis. Use the same basis for all three schedules.) Volume for interest bearing loans is reported on a net basis, for precomputed loans on a gross basis.

## ANALYSIS OF DIRECT CASH LOAN VOLUME FOR THE PERIOD BY MATURITY CLASS

	Number of Loans	Volume	Average Amount Per Loan
Loans written for 1 to 25 months	367	224,947	613
26 to 37 months	182	308,969	1,698
38 to 48 months			
49 to 60 months			
more than 60 months			
Total Direct Cash Loans	549	533,916	972

Volume of loans written with a balloon payment. \$ Information not available. Balloon payment contracts are permitted only in exceptional circumstances and volume is negligible.

## SCHEDULE B

## ANALYSIS OF TOTAL VOLUME FOR THE PERIOD – BY PRINCIPAL TYPES OF SECURITY.

## DIRECT CASH LOANS

Real estate with or without other security.

Chattel mortgage on auto, household goods,  
and/or other security.

Unsecured except by co-maker or wage assignment

Unsecured (either single name or husband and wife)

Sub-total – Direct Cash Loans

## OTHER PAPER PURCHASED

(Describe major classes)

## Retail Contracts

a. \_\_\_\_\_

b. \_\_\_\_\_

C. \_\_\_\_\_

Other (Describe)

---

\_\_\_\_\_

---

Sub-Total – Other Paper Purchased

## BULK PURCHASES

### a. Direct Cash Loans

b. Other Paper

Sub-Total – Bulk Purchases

GRAND TOTAL – All Classifications

VOLUME		GROSS OUTSTANDINGS
Number of Loans	\$ Amount	X X X
		X X X
465	509,566	X X X
9	1,930	X X X
75	22,420	X X X
549	533,916	905,263
		Include in "Sub-total Direct Cash Loans" above.
		Include in "Sub-total Other Paper Pur- chased" above.
		X X X
549	533,916	905,263

SCHEDULE C

ANALYSIS OF DIRECT CASH LOAN VOLUME FOR THE PERIOD - BY TYPE OF BORROWER

Loans under \$1,500.	Number	Old Balances Renewed	New Money	Total
1. Loans to new borrowers	110	X X X X X	60,556	60,556
2. Loans to former borrowers	129	X X X X X	57,242	57,242
3. Loans to present borrowers	204	65,978	56,384	122,362
Totals	443	65,978	174,182	240,160
Loans over \$1,500	<u>106</u>	Breakdown not available		<u>293,756</u>
Grand Total	<u>549</u>			<u>533,916</u>

Note: Grand total in fourth column should agree with Direct Cash Loans in Schedule A and Direct Cash Loans sub-total in Schedule B.

Included under Number 3 above were \_\_\_\_\_ loans (number of loans) to present borrowers where the amount of the loan, after deducting both finance charges and insurance charges, did not exceed the old balance renewed by more than 10%. For the purpose of compiling this statistic, the amount of each "Old Balance Renewed" is the unpaid balance owed at the time of refinancing minus all refunds of finance and insurance charges. (Those lenders reporting volume on a gross basis will report old balances on line 3 in the table above "gross", even though this supplementary statistic requires using "net" old balance figures.)

Information not available but number would be negligible

Answers to the following questions should be furnished on a separate page entitled "Schedule D."

1. Is any portion of refundable finance charges (interest and/or fees) taken into income as acquisition charges when loans are made or contracts purchased? If answer is Yes, describe the exact basis for determining the portions taken directly into income, and if more than one basis is used, describe each basis and show states and type of business for each basis.
2. Is any portion of non-refundable initial finance charges, where authorized, deferred? If answer is Yes, describe the exact basis for determining the portions deferred, and the method of taking such deferred portions into income.
3. Is any portion of finance charges transferred to accounts other than income, or deferred income, or dealer reserves? If answer is Yes, describe the accounts credited (such as loss reserves, or direct offsets to expenses) and the basis on which the amounts are transferred.
4. Is any portion of refundable insurance charges taken into income as acquisition charges or commissions when loans are made or contracts purchased? If answer is Yes, describe the exact basis for determining the portions taken directly into income, and if more than one basis is used, describe each basis and show states and type of business for each basis.

Answers to questions 5 through 7 should be separated as to "Direct Cash Loans" and "Other Paper Purchased." If any class of "Other Paper Purchased" constitutes more than 15% of total receivables, break your answer down by type of paper such as automobile, household goods, mobile homes, etc.

5. a. What is basic method used in accounting for deferred income (sum of digits, liquidation, straight line or fixed percentage of outstanding)? Is procedure applied on an accrual or collection basis?
- b. If sum of digits or straight line methods are used are new charges inventoried on an account by account basis, spread over actual term by age group or spread over average term by group? If spread over average term, indicate number of months used.
- c. If sum of digits or straight line accrual methods are used, do transfers to income commence in month of acquisition or month following month of acquisition?
6. To what account(s) are rebates charged? If sum of digits or straight line methods are used on groups of accounts are rebates spread over actual terms or some average term? If spread over average term, indicate number of months used.
7. Are extension fees and late charges handled on an accrual or collection basis? Are these items credited to income or deferred income? If deferred income is handled on accrual basis are the charges rescheduled to reflect extensions?

# SCHEDULE E

## DIRECT CASH LOANS CLASSIFIED AS TO RECENCY OF PAYMENT

(Applicable to interest bearing, precomputed and discount basis loans)

### 1. 60 day and over accounts

- a. Accounts which have had no collection of principal, interest or charges for 60 days or more – classified as to the period during which the last collection was received.

60 – 89 days

90 – 179 days

180 – 269 days

270 days or more

- b. Accounts on which only interest, deferment, extension and/or default charges were received in the last 60 days.

Total

### 2. Partial payment accounts

Accounts on which the total amount applied to the unpaid balance in the last 60 days was less than 50% of the *original* contractual monthly payment.

Total

Number	Unpaid Balances
4	4,000
2	138
3	1,745
9	5,883
6	3,779
15	9,662

Note – None of the classifications in Schedule E shall include any loans made or contracts acquired during the last 60 days. Partial payment accounts should not include any accounts reported in 1a or 1b above. On interest bearing loans, a contractual monthly payment may be assumed to be the original principal amount divided by the scheduled number of monthly payments for purposes of compiling #2. No credit to unpaid balance resulting from a refund associated with accelerating or recomputing an account to put it on an interest bearing basis should be treated as a collection for purposes of classifying accounts above.

3. If the “Other Paper Purchased” section of Schedule B (Volume) was filled out, please furnish a separate schedule for Past Due Accounts in this paper showing (1) Classification (description) of paper; (2) Amount of instalments in each class over 60 days past due; (3) Amount of balances in each class over 60 days past due – ALL BASED ON PRESENT CONTRACT TERMS.

4. If any receivables were purchased in bulk during the period, were these receivables considered as current at time of purchase or are past due accounts recorded above according to their actual degree of delinquency?

None purchased

5. What is your charge-off policy on accounts:

- a. After what period of delinquency is an account charged off?

- b. How often are charge-offs made? Monthly (x), Quarterly ( ), Semi-Annually ( ), Annually ( ), Other ( ) Please specify

See Charge Off Policy outlined in  
Sales Finance Company Questionnaire - Schedule C

# SCHEDULE I

NOTE: Please attach schedule of latest confirmed lines of credit from banks and name of broker handling sale of open market paper.

## BORROWINGS

\*\*Bank loans under lines of credit

\*\*Open market borrowings

\*\*Other current loans

Maturities of unsubordinated term debt due within one year

Maturities of subordinated term debt due within one year

Long term debt – not subordinated

Long term debt – subordinated

Specify Secured or Unsecured	*Maximum Amount	*Minimum Amount	Owing at Statement Date
See	Sales Finance Company		
Questionnaire -	Schedule E		
	X X X X	X X X X	
	X X X X	X X X X	

\*As determined by month end balances during the period.

Maximum total short term borrowings at any month end during the period: (All sources marked \*\* above)

\$ \_\_\_\_\_ Date \_\_\_\_\_

Have any receivables been sold (with or without recourse) during period? Specify details and amount.

## SCHEDULE J Loans made over \$5,000 do not exceed 5% of volume

If 5% of your loan volume consisted of loans originally made for \$5,000 or more, give the following data on the ten loans having the largest loan balances at the end of the period:

- (a) Date made; (b) Original amount; (c) Amount outstanding; (d) Repayment Schedule; (e) Security; (f) Delinquency status.

## SCHEDULE K See Sales Finance Company Questionnaire - Schedule N

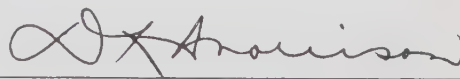
Please attach auditors' certificate of compliance with restrictive covenants contained in your most restrictive long term debt agreements relating to the maintenance of certain financial ratios and other financial conditions.

The foregoing information supplements our financial statement of September 30, 1967 prepared by the company and is submitted for the purpose of obtaining credit.

UNITED DOMINIONS CORPORATION (CANADA) LIMITED

(Name of Company)

By



(Title)

Treasurer

PLEASE NOTE: The borrower is invited to submit any other pertinent information which would be of interest to the lender.



# COMMERCIAL FINANCING QUESTIONNAIRE

NOTE: In submitting this questionnaire with financial statements, please ascertain that identical terminology is used and that all figures in each are in agreement. Figures in schedules should be stated to the nearest dollar. If the information requested is already included in audit report, it need not be duplicated herein.

Name and Address of Company United Dominions Corporation (Canada) Limited  
185 Bloor Street East, Toronto 5, Ontario

Submitted as of September 30, 1967 covering the period from April 1, 1967 to September 30, 1967

## SECTION I — GENERAL QUESTIONNAIRE

(If the answers to any of the questions below are in the affirmative the data should be submitted on a separate sheet attached to the questionnaire.)

- Does this report include operations of subsidiary or affiliated companies? — If so, please give details regarding (a) the names of subsidiaries wholly or partially owned, (b) the nature of the business, (c) capital outstanding, (d) ownership of reporting company, (e) amount and description of outside financing, (f) nature of inter-company transactions, (g) guaranties, if any.  
yes - see attached schedule
- Does the reporting company have any subsidiary or affiliated companies which are not included in this report? — If so, please furnish the data listed above.  
yes - see attached schedule
- Is any financing done for concerns in which officers, stockholders, directors of the company or their families have a direct or beneficial interest? — If so, please give details regarding (a) name of company, (b) line of business, (c) types of financing granted, (d) total amount outstanding at statement date, (e) maximum amount outstanding during the period. Not of any material amount
- Does the reporting company or its subsidiaries or affiliates have any contingent liabilities (not set forth above) for guaranties, endorsements, litigation in process or threatened, additional taxes or for any other reason? Not of any material amount or other than in the ordinary course of business.

## SCHEDULE A

VOLUME OF BUSINESS FOR THE PERIOD: (Use blank lines to detail classifications not specified below.)

	VOLUME	OUTSTANDINGS
Loans—Accounts receivable security .....	\$	\$
Factored accounts receivable .....		
Loans—Inventory security (Dealer wholesale) ..	908,095	1,181,029
Plant machinery and equipment loans (Chattels) .....	1,502,837	2,449,382
Installment receivables .....	7,480,494	15,115,759
Rediscounts—Auto .....		
Rediscounts—Other .....		
Real estate mortgage loans .....	259,008	14,824,929
Business capital loans .....	115,000	2,076,831
Other loans .....		249,174
	\$ 10,265,434	\$ 35,897,104

## SCHEDULE B

NOTE: PLEASE ATTACH SCHEDULE OF LATEST CONFIRMED LINES OF CREDIT FROM BANKS AND NAMES OF BROKERS HANDLING SALE OF OPEN MARKET PAPER.

### BORROWINGS:

	SECURED OR UNSECURED	MAXIMUM* AMOUNT	MINIMUM* AMOUNT	OWING AT STATEMENT DATE
•• Bank loans under lines of credit....		\$	\$	\$
•• Open market borrowings .....		\$	\$	\$
•• Other current loans .....	See	Sales Finance Company	\$	\$
Long term debt—Not subordinated....		\$	\$	\$
Long term debt—Subordinated .....	Questionnaire - Schedule E	\$	\$	\$
Paper sold with recourse .....		\$	\$	\$
Paper sold without recourse.....		\$	\$	\$

\* As determined by month-end balances.

•• Maximum unsecured borrowings (all sources) \$ \_\_\_\_\_ Date \_\_\_\_\_

**SCHEDULE C****RESERVE FOR LOSSES RECONCILIATION:**

Balance beginning of period.....	\$
<b>ADDITIONS:</b>	
Appropriations from surplus .....	\$
Appropriations from gross finance charges .....	
Appropriations from income .....	
Recoveries .....	
Other credits (Detail) .....	
.....	
Total additions .....	\$
<b>DEDUCTIONS:</b>	
Losses charged .....	\$
Transferred to other reserves (Specify).....	
.....	
Other charges (Detail) .....	
.....	
Total deductions .....	\$
<b>BALANCE END OF PERIOD.....</b>	<b>\$</b>

See Sales  
Finance  
Company  
Questionnaire  
Schedule B

**SCHEDULE D**

**LOSS EXPERIENCE FOR PERIOD:** (Head up the first three columns with the major divisions of your business, including all others in the fourth column).

	INVENTORY	MACHINERY AND	INSTALMENT	REAL ESTATE LOANS
	LOANS	EQUIPMENT LOANS	RECEIVABLES	& ALL OTHERS
Outstandings beginning of period..	\$ 934,241	\$ 1,951,248	\$ 12,742,763	\$ 18,417,870
Volume for period.....	908,095	1,502,837	7,480,494	374,008
Total .....	\$ 1,842,336	\$ 3,454,085	\$ 20,223,257	\$ 18,791,878
Less outstandings end of period....	1,181,029	2,449,382	15,115,759	17,150,934
Liquidation for period .....	\$ 661,307	\$ 1,004,703	\$ 5,107,498	\$ 1,640,944
Losses charged off.....	\$ -	\$ 3,355	\$ 56,023	\$ 2,123
Less—Recoveries .....	-	3,126	1,272	-
Net losses .....	\$ -	\$ 229	\$ 54,751	\$ 2,123

**SCHEDULE E**

**MONTHLY MATURITIES OF ~~INSTALLMENT RECEIVABLES~~ (Including ~~short-term mortgage loans, discounted receivables, etc.~~)**

MONTH		INTEREST	PRINCIPAL	TOTAL
Past Due ..over 30 days..	\$	\$ 16,421	\$ 24,998	\$
1st .....		133,247	300,370	
2nd .....		130,207	82,254	
3rd .....		129,569	90,951	
4th Monthly maturities of		130,672	84,240	
5th Plant Machinery and		134,968	83,209	
6th Equipment Loans.....		127,572	89,848	
7th and Instalment.....		128,672	218,103	
8th Receivables totalling		125,871	94,232	
9th \$17,565,141 included		125,138	132,892	
10th in Sales Finance.....		124,098	96,015	
11th Company Questionnaire		130,101	90,268	
12th - Schedule F.....		122,648	109,848	
Over 12 months .....			15,653,706	
Totals.....	\$	\$ 1,559,184	\$ 17,150,934	\$

**NOTE:** The above schedule is required only if the total of cash, government bonds, accounts receivable, factored accounts receivable and inventory loans is not at statement date at least equal to the total of unsubordinated indebtedness, including therein, in addition to notes payable, all accounts payable, accruals and long term unsubordinated debt. The first and second columns of the above schedule should be captioned to show the spread of maturities of the two largest classes of outstandings of installment receivables at statement date. All other installment receivables should be grouped in the third column and the fourth column should show the grand totals. The column totals for each classification should agree with the respective totals in the balance sheet and in the other data submitted.

## SECTION II — DETAILS REGARDING OUTSTANDINGS

The information called for under the classification of loans set forth below should be prepared in schedule form. The three largest loans in each classification should be listed by companies, omitting names, but describing the industry in which the borrower is engaged. Further, each company which is indebted under one or more classifications, the aggregate of which exceeds 3 % of the invested capital (net worth and long term subordinated notes) of the finance company should be shown in each classification, numbered for identification and included in the concentration schedule (#7). The smaller loans (each less than 3 % of the invested capital of the finance company) should be grouped by the major types of industries represented by your customers and the number of your customers should be shown for each group. The totals for each schedule should be in agreement with the amounts shown in the balance sheet and in other data submitted. If any financing is engaged in which is not covered by the schedules below, separate schedules should be submitted, if the amount involved is of consequence.

**PLEASE NOTE:** Information marked with a (\*) is wanted only on the three largest loans in this classification and on client accounts in which your aggregate net investment in one or more classification is more than 3 % of the invested capital of your company.

### 1. Loans Secured by Accounts Receivable

#### Column headings to be used

- a. Customers by industries
- b. Gross amount of invoices outstanding
- c. Reserve withheld
- d. Net investment after deducting reserve
- e. Past due accounts — 60 days and over
- f. Number of individual accounts pledged\*
- g. Amount of largest account pledged at statement date\*
- h. Maximum net investment during the period\*

### 2. Factored Accounts Receivable

#### Column headings to be used

- a. Total outstanding at statement date
- b. Highest total outstanding during the period
- c. Largest amount due from 5 individual debtors at statement date
- d. Largest amount due from 5 individual debtors during the period
- e. Total amount of invoices past due 60 days and over

### 3. Loans Secured by Inventories

#### Column headings to be used

- a. Customers by industries
- b. Amount owing at statement date
- c. Brief description of inventory\*
- d. Valuation of inventory pledged\*
  - (1) Based on customer's cost\*
  - (2) Based on finance company appraisal of liquidating value\*
- e. Maximum loan outstanding in period\*
- f. Loans on which less than 10 % was paid in last 3 mos. of period (give details on separate sheet)\*

### 4. Plant Machinery and Equipment Loans (Chattels)

#### Column headings to be used

- a. Customers by industries
- b. Brief description of assets pledged\*
- c. Amount owing at statement date
- d. Past due installments 60 days and over
- e. Balances affected by installments past due 60 days or more
- f. Original advance on amount owing at statement date\*
- g. Appraisal value of collateral\*
- h. Amount re-written or extended\*

**5. Installment Receivables**

**Column headings to be used**

- a. Customers by industries
- b. Gross outstanding at statement date
- c. Reserve withheld
- d. Net investment at statement date
- e. Installments past due 60 days and more
- f. Balances affected by installments past due 60 days and more
- g. Number of individual accounts at statement date\*
- h. Number of individual accounts re-written\*
- i. Aggregate balances of re-written accounts at statement date\*

**6. Rediscounts for other Finance Companies**

**Column headings to be used**

- a. Description of paper rediscounted
- b. Gross balance owing at statement date
- c. Reserve withheld
- d. Net investment at statement date
- e. Direct or indirect collection\*
- f. With or without recourse\*
- g. Past due installments from your clients — 30 days or more
- h. Number of individual accounts pledged

- 7. Miscellaneous Financing:** If you engage in other types of commercial financing, not set forth above please prepare a separate schedule, or schedules, giving all pertinent data.

**8. Concentration Schedule**

**Column headings to be used**

- a. Account number (as explained in introductory paragraph)
- b. Loans secured by accounts receivable (net)
- c. Factored accounts receivable
- d. Loans secured by inventories
- e. Plant machinery and equipment loans
- f. Installment receivables
- g. Total net advances at statement date

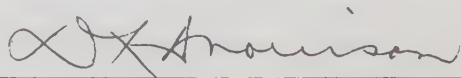
**SECTION III**

(This blank space is provided for your use in submitting such additional information as you may wish to make available to your lending banks with respect to credit or operating policies and procedures not covered in the questionnaire.)

The foregoing information, supplementing our financial statement of September 30, 1967  
prepared by the company, is submitted for the purpose of obtaining credit.

UNITED DOMINIONS CORPORATION (CANADA) LIMITED  
(Name of Company)

By



(Title)

Treasurer

UNITED DOMINIONS CORPORATION (CANADA) LIMITED  
AND SUBSIDIARY COMPANIES  
SEPTEMBER 30, 1967

Commercial Financing Questionnaire

Section I

1. Subsidiary companies included in this report:

(a)	United Dominions Investments Limited	United Dominions Finance Corporation Limited
(b) Nature of business	Real estate mortgage loans, business capital loans, commercial financing	Consumer sales financing, consumer loans, commercial financing
(c) Capital outstanding - common shares	\$ 50	\$ 50,000
(d) Ownership of United Dominions Corporation (Canada) Limited	100%	100%
(e) Outside financing	None	None
(f) Inter-company transactions	Advances	Advances
(g) Guarantees	None	None

2. Subsidiary or affiliated companies not included in this report:

British Acceptance Corporation Ltd., Vancouver, B.C.

British Acceptance Corporation Ltd. was a wholly owned subsidiary of The British Wagon Company Ltd. of England which, in April 1967, merged with United Dominions Trust Limited of London, England, controlling shareholder of United Dominions Corporation (Canada) Limited. The two companies in Canada which became affiliated as a result of the merger, operate independently and there have been no inter-company transactions of whatsoever nature.

UNITED DOMINIONS CORPORATION (CANADA) LIMITED  
AND SUBSIDIARY COMPANIES  
SEPTEMBER 30, 1967

Commercial Financing Questionnaire

Section II

3. Loans Secured by Inventories (Dealer Wholesale Financing)

Dealers by Industries	Balance Outstanding	Description of Inventory	Maximum Outstanding in period	Amount Outstanding on units on which less than 10% was paid in period
<hr/>				
Construction Equipment				
Account #1	\$ 400,500	Earthmoving and construction equipment	\$ 400,500	\$ -
Account #2	393,010	Earthmoving and construction equipment	484,204	247,085
Account #3	90,000	Earthmoving and construction equipment	90,000	-
6 other dealers	<u>244,990</u>			
	<u>1,128,500</u>			
<hr/>				
Machine Tools				
3 dealers	31,328			
<hr/>				
Commercial Trucks				
2 dealers	<u>21,201</u>			
Total	\$ 1,181,029			
	<u><u>          </u></u>			

UNITED DOMINIONS CORPORATION (CANADA) LIMITED  
AND SUBSIDIARY COMPANIES  
SEPTEMBER 30, 1967

Commercial Financing Questionnaire

Section II

4. Plant Machinery and Equipment Loans

(a) Customers not recorded by industries

(b) - (f)

	No. of Accounts	Balance Outstanding	Description of Security	Instalments past due 60 days and more	Balances Affected by instalments past due 60 days and more
Account #4	6	\$ 189,699	Construction industry \$ equipment and commer- cial vehicles (Original advances-\$925,478)	-	\$ -
Account #5	1	131,087	Earthmoving equipment (Original advance - \$131,087)	-	-
Account #6	1	108,038	Sound studio equipment (Original advance - \$235,923)	-	-
Account #7	1	103,760	Construction industry equipment (Original advance - \$113,200)	-	-
	<u>9</u>	<u>532,584</u>			
Other accounts (Customers 264 under \$100,000)		1,916,798		4,075	24,707
Total	273	\$ 2,449,382		\$ 4,075	\$ 24,707

(g) Security not appraised at statement date but value would be at least 50% in excess of balance outstanding.

(h) Re 4 customers listed above - nil.

UNITED DOMINIONS CORPORATION (CANADA) LIMITED  
AND SUBSIDIARY COMPANIES  
SEPTEMBER 30, 1967

Commercial Financing Questionnaire

Section II

5. Instalment Receivables

(a) Customers not recorded by industries

(b) - (g)

	No. of Accounts	Balance Outstanding	Description of Security	Instalments past due 60 days and more	Balances Affected by instalments past due 60 days and more
Account #2	1	\$ 115,414	Aircraft	\$ -	\$ -
Account #4	11	293,113	Earthmoving equip- ment and commercial vehicles	-	-
Account #8	8	586,349	Construction in- dustry equipment and commercial vehicles	-	-
Account #9	5	409,435	Construction in- dustry equipment and commercial vehicles	-	-
Account #10	6	266,500	Earthmoving equipment	-	-
Account #11	4	213,362	Commercial vehicles and earthmoving equipment	-	-
Account #21	<u>2</u>	<u>58,497</u>	Commercial vehicles	<u>-</u>	<u>-</u>
	37	1,942,670		-	-
Other accounts (customers under \$200,000)	<u>1,654</u>	<u>13,173,089</u>		<u>66,628</u>	<u>359,059</u>
Total	1,691	\$ 15,115,759		\$ 66,628	\$ 359,059
	<u>          </u>	<u>                  </u>		<u>          </u>	<u>          </u>

(h) - (i)

One account for Customer Account #11 originally written for a five month period with a balloon payment at maturity, has been re-written over an additional term of 11 months. The balance outstanding at September 30, 1967 amounted to \$20,840.

UNITED DOMINIONS CORPORATION (CANADA) LIMITED  
AND SUBSIDIARY COMPANIES  
SEPTEMBER 30, 1967

Commercial Financing Questionnaire

Section II

7A. Real Estate Mortgage Loans

(a) Customers not recorded by industries. See Analysis of Receivables schedule elsewhere in report for breakdown of mortgage portfolio.

(b) Customers' Accounts

	No. of Accounts	Balance Outstanding	Description of Security	Instalments past due 60 days and more	Balances Affected by instalments past due 60 days and more
Hotels -					
Account #12	1	\$ 672,352	Motor hotel in British Columbia (Original advance \$750,000)	\$ -	\$ -
Account #13	1	413,578	Motor hotel in Alberta (Original advance \$430,000)	-	-
Account #14	1	409,649	Motor hotel in British Columbia (Original advance \$450,000)	-	-
Hospitals					
Account #15	1	377,980	Private hospital in British Columbia (Original advance \$400,000)	-	-
Steel Fabrication and Supply					
Account #16	1	282,919	Factory and warehouse in Ontario (Original advance \$330,000)	-	-
Real Estate Investment					
Account #17	1	282,304	Medical-dental professional building in Ontario (Original advance \$300,000)	-	-
	6	2,438,782			
Other accounts (customers under \$275,000)	789	12,386,147		19,393	541,710
Total	795	\$ 14,824,929		\$ 19,393	\$ 541,710

UNITED DOMINIONS CORPORATION (CANADA) LIMITED  
AND SUBSIDIARY COMPANIES  
SEPTEMBER 30, 1967

Commercial Financing Questionnaire

Section II

7B. Business Capital Loans and Other Loans

(a) Customers not recorded by industries

(b) Customers' Accounts

	No. of Accounts	Balance Outstanding	Description of Security	Instalments past due 60 days and more	Balances affected by instalments past due 60 days and more
Foundry and Machine Shop Account #18	3	\$ 258,677	Mortgage of real estate and equip- ment and floating charge on other assets (Original advance \$360,000)	\$ -	\$ -
General Contracting Account #19	1	249,946	Mortgage of real estate (Original advance \$300,000)	-	-
Construction Materials Account #20	1	241,987	Mortgage of real estate and equip- ment and floating charge on other assets (Original advance \$362,000)	-	-
Account #21	1	228,623	Mortgage of real estate and equip- ment and floating charge on other assets (Original advance \$275,000)	-	-
	6	979,233		-	-
Other accounts (Customers under \$225,000)	28	1,346,772		12,800	15,300
Total	34	\$ 2,326,005		\$ 12,800	\$ 15,300

UNITED DOMINIONS CORPORATION (CANADA) LIMITED  
AND SUBSIDIARY COMPANIES  
SEPTEMBER 30, 1967

Commercial Financing Questionnaire

Section II

8. Concentration Schedule

	Loans Secured by Inventories	Plant Machinery and Equip- ment Loans	Instalment Receivables	Business Capital Loans	Total
	<u>                    </u>	<u>                    </u>	<u>                    </u>	<u>                    </u>	<u>                    </u>
Account #2	\$ 393,010	\$	\$ 115,414	\$	\$ 508,424
Account #4		189,699	293,113		482,812
Account #21			58,497	228,623	287,120









